

# TALLINK GRUPP IS THE LEADING SHORT CRUISE AND FERRY OPERATOR



GROUP OF STRONG BRANDS



SILJA LINE

CLUB ONE

OVERNIGHT CRUISE & PASSENGER TRANSPORTATION



ONBOARD TAX-FREE SHOPPING & CATERING



LEISURE & CITY BREAK



4 HOTELS



CARGO TRANSPORTATION



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## STRATEGIC PLAN

Tallink's vision is to be the market pioneer in Europe by offering excellence in leisure and business travel and sea transportation services

### Long term objectives toward increasing the company value and profitability:

- Strive for the highest level of customer satisfaction
- Increase volumes and strengthen the leading position on our home markets
- Develop a wide range of quality services directed to different customers and pursue new growth opportunities
- Ensure cost efficient operations
- Manage the optimal debt level that will allow sustainable dividends

Current focus is on core operations to realize past investments. Along with the optimal fleet deployment the emphasis is on the profitability improvement and deleveraging.

### Current strategic cornerstones and competitive advantages:

- MOST MODERN FLEET**
- WIDE ROUTE NETWORK**
- STRONG MARKET SHARE & BRAND AWARENESS**
- HIGH SAFETY LEVEL & ENVIRONMENTAL STANDARDS**

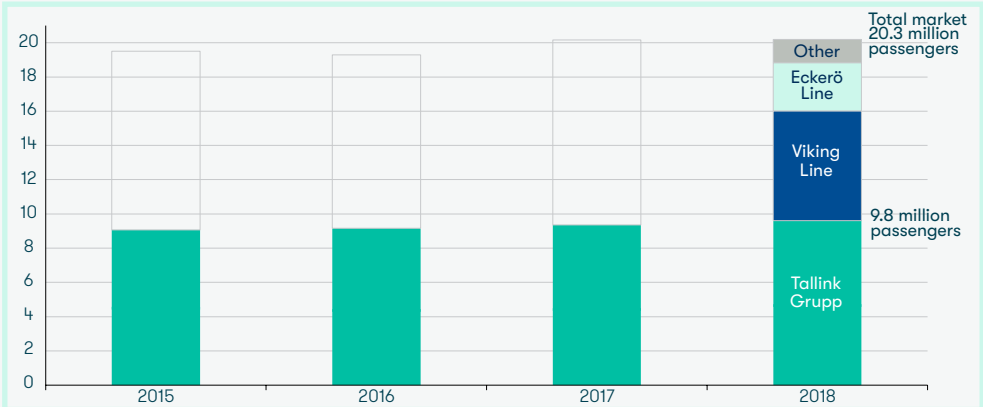
## KEY INFORMATION 2018

Passengers transported	9 756 611	P/E	17
Sales	950 mil EUR	ROA	4.1%
EBITDA	143 mil EUR	ROE	4.8%
Net Profit	40 mil EUR	Equity Ratio	57%
Average number of employees	7 430	EBITDA Margin	15%
EPS	0.06	Book value per share	1.28 EUR

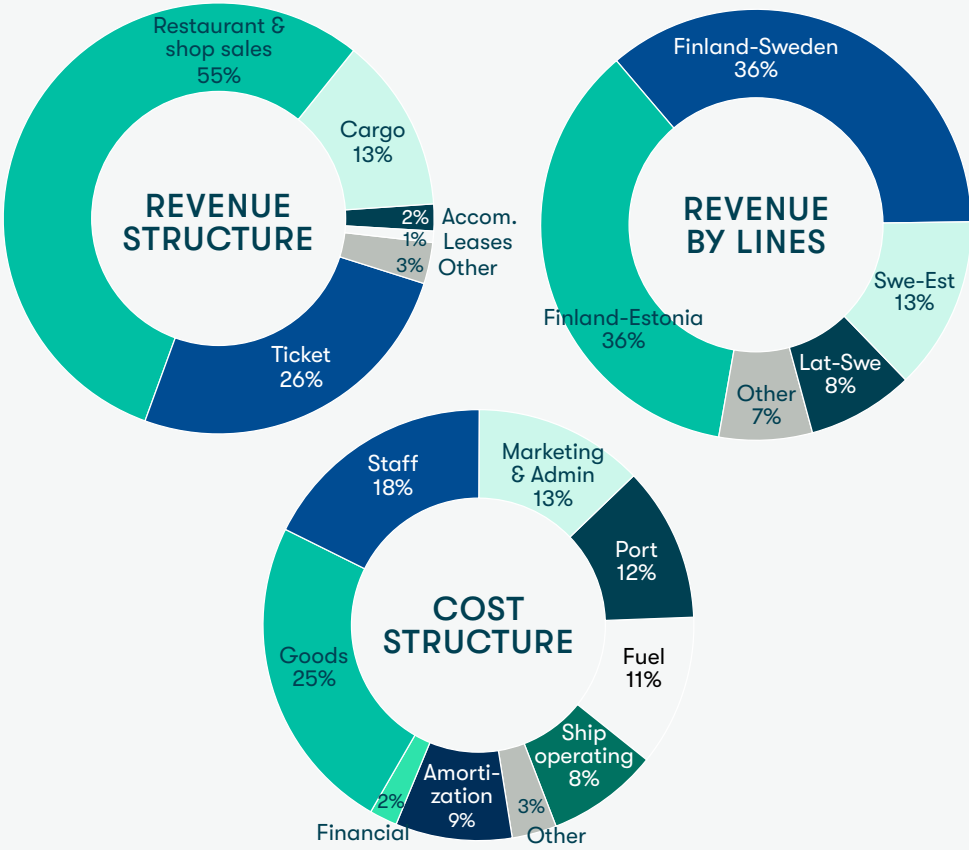
## WE OPERATE 7 ROUTES



## THE PASSENGER MARKET SHARE OF TALLINK GRUPP IS 48% IN THE NORTHERN BALTIC SEA



## 2018



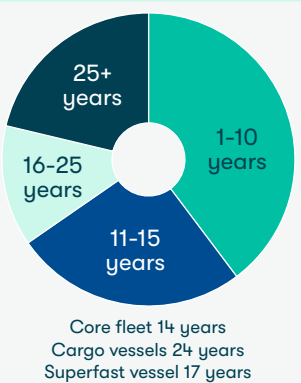
## HISTORY

1883	1910	1928	1957	1965	1989	1990	1996	2001	2002	2003	2004	2005	2006	2009	2011	2015	2017	2018	2019
Finnish Steamship Co founded	Service between Turku & Stockholm	Service between Helsinki & Stockholm	Silja Line established	Tallinn-Helsinki route	Tallink founded	One vessel, 166 th passengers	Management buyout	Tallinn-Stockholm route	First newbuilt cruise ferry	Private placement	Hotel operation starts	IPO	Rights Issue. Tallink and Silja Line merged	Over 1.3 billion euros invested during the fleet investment program. 8M passengers reached	9M passengers 1.3M Club One members	2.0M Club One members	New generation LNG Shuttle ferry	Secondary listing on Nasdaq Helsinki	Second LNG Shuttle ferry building contract signed

## OUR FLEET CONSISTS OF 14 ICE CLASS SHIPS AND HAS A VALUE OF EUR 1.2 BILLION

<b>Megastar</b> Built: 2017 Length: 212 m Passengers: 2800 Lanemeters: 3600 Tallinn-Helsinki	<b>Baltic Queen</b> Built: 2009 Length: 212m Passengers: 2800 Lanemeters: 1130 Tallinn-Stockholm	<b>Galaxy</b> Built: 2006 Length: 212m Passengers: 2800 Lanemeters: 1130 Turku-Stockholm	<b>Silja Europa</b> Built: 1993 Length: 202m Passengers: 3123 Lanemeters: 932 Tallinn-Helsinki	<b>Isabelle</b> Built: 1989 Length: 171m Passengers: 2480 Lanemeters: 850 Riga-Stockholm
<b>Star</b> Built: 2007 Length: 186 m Passengers: 2080 Lanemeters: 2000 Tallinn-Helsinki	<b>Victoria I</b> Built: 2004 Length: 193m Passengers: 2500 Lanemeters: 1030 Tallinn-Stockholm	<b>Silja Symphony</b> Built: 1991 Length: 203m Passengers: 2852 Lanemeters: 950 Helsinki-Stockholm	<b>Regal Star</b> Built: 1999 Length: 157m Passengers: 80 Lanemeters: 2087 Paldiski-Kapellskär	<b>Atlantic Vision</b> Built: 2002 Length: 203.3m Passengers: 728 Lanemeters: 1900 Chartered out
<b>Baltic Princess</b> Built: 2008 Length: 212m Passengers: 2800 Lanemeters: 1130 Turku-Stockholm	<b>Romantika</b> Built: 2002 Length: 193m Passengers: 2500 Lanemeters: 1030 Riga-Stockholm	<b>Silja Serenade</b> Built: 1990 Length: 203m Passengers: 2852 Lanemeters: 950 Helsinki-Stockholm	<b>Sea Wind</b> Built: 1972 Length: 155.0m Passengers: 260 Lanemeters: 1100 Muuga-Vuosaari	

## AGE OF FLEET BY VALUE



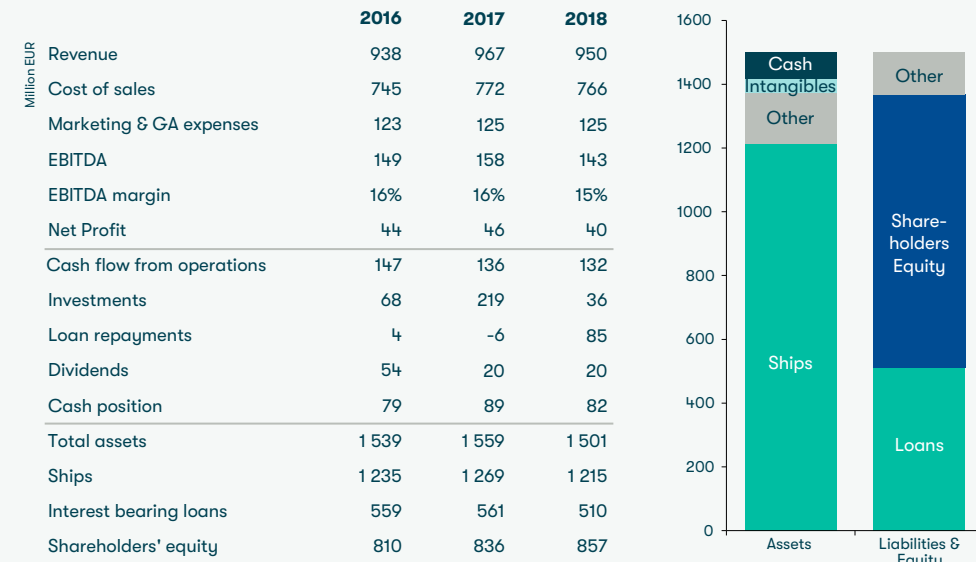
## WE OPERATE 4 HOTELS (1029 ROOMS)

<b>Tallink City</b> Rooms: 332 Conference Nightclub Tallinn	<b>Tallink Hotel Riga</b> Rooms: 256 Conference GYM Riga
<b>Tallink Spa &amp; Conference</b> Rooms: 275 Aqua Spa Tallinn	<b>Tallink Express</b> Rooms: 163 Resto & Bar Tempo Tallinn

27% of the hotel guests arrive with Tallink ships

# CORPORATE FACTSHEET

## FINANCIALS



## OUR POSITION IN THE WORLD

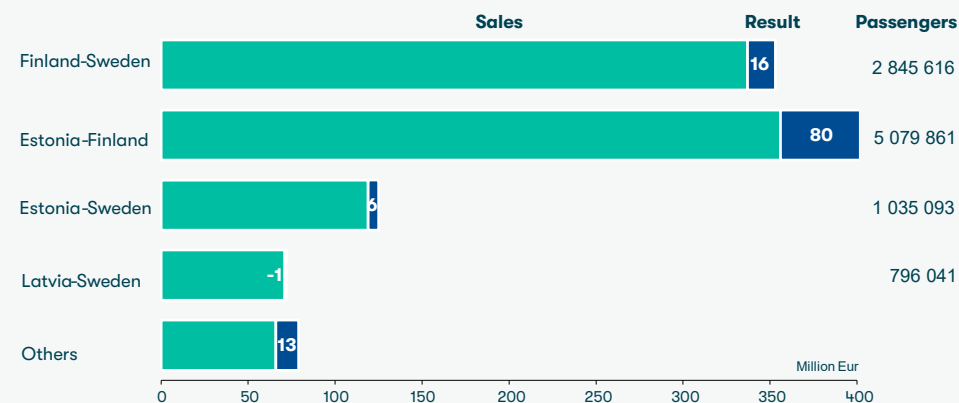


## SHARE PRICE DEVELOPMENT



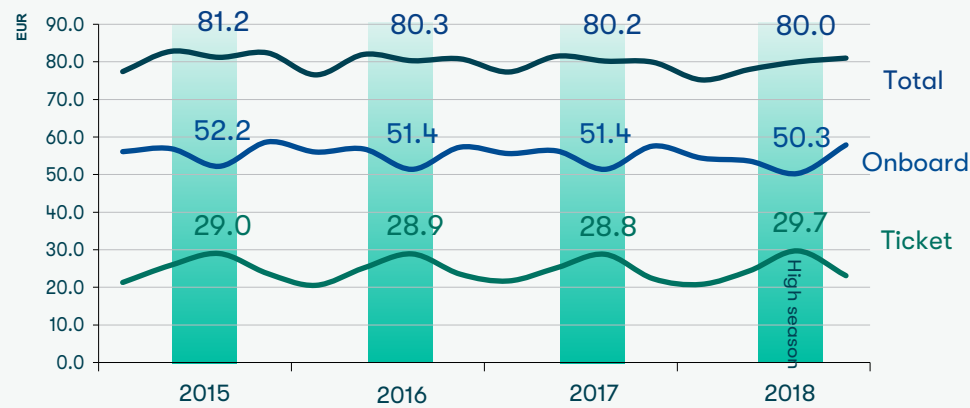
TALLINK HAS BEEN A LEADING STOCK ON THE BALTIC MARKET IN LIQUIDITY, MARKET CAPITALIZATION AND HAS A RETAIL SHAREHOLDER BASE AROUND 11 000 SHAREHOLDERS

## SEGMENT RESULT BY ROUTES 2018



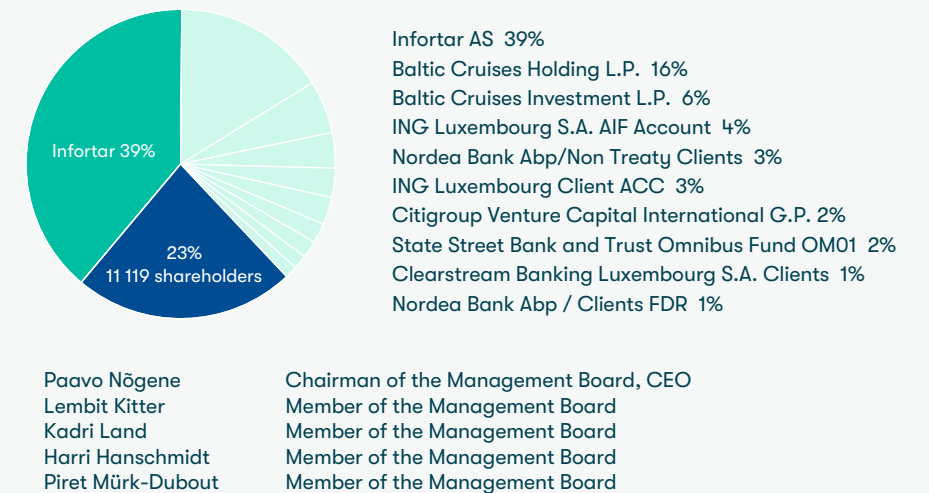
THE SEGMENT RESULT IS THE RESULT BEFORE ADMINISTRATIVE EXPENSES, FINANCIAL EXPENSES AND TAXES

## PASSENGER REVENUE

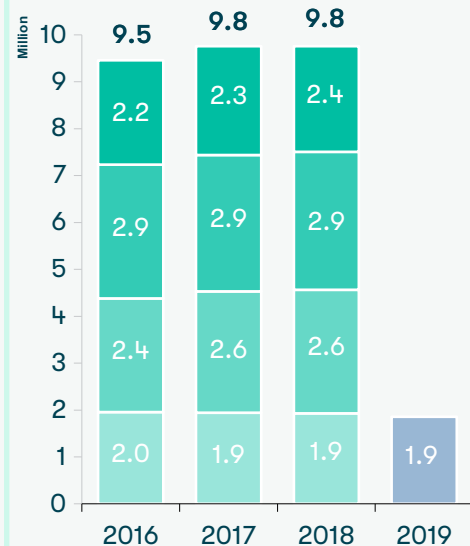


QUARTERLY PASSENGER SPENDING, HIGHS AND LOWS

## OWNERSHIP & MANAGEMENT



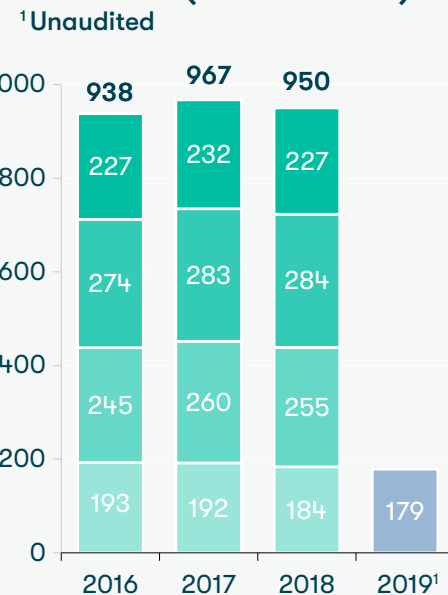
## PASSENGERS (millions)



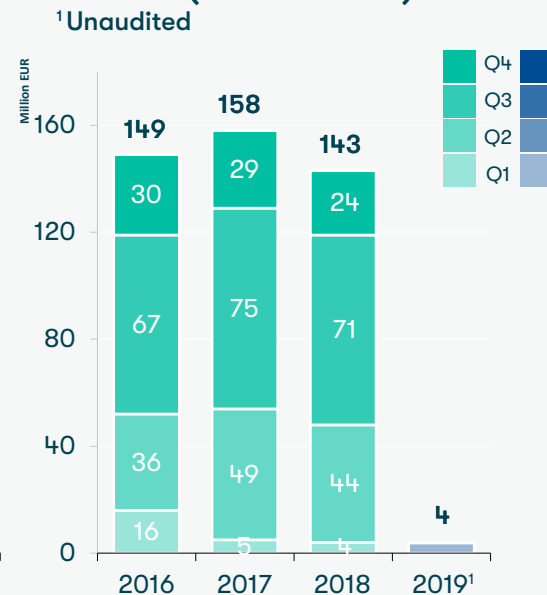
## CARGO UNITS (th. units)



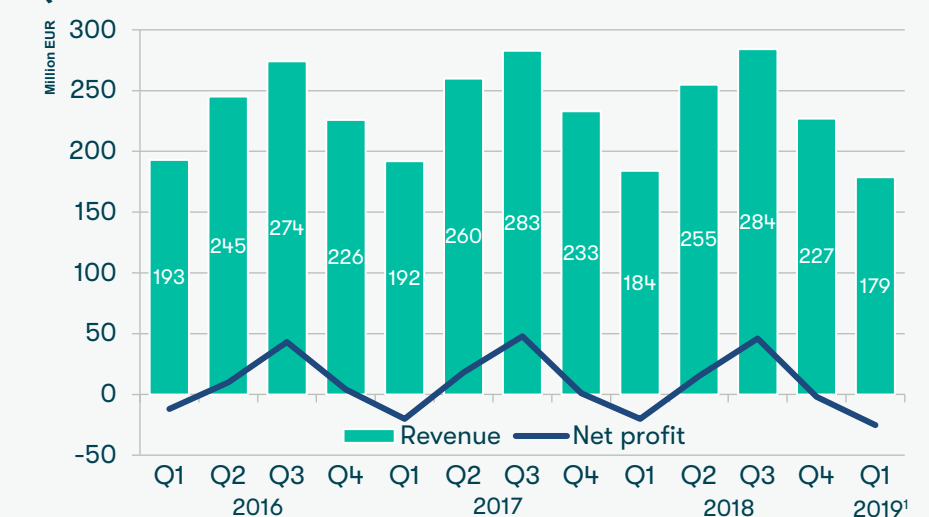
## REVENUE (EUR millions)



## EBITDA (EUR millions)



## QUARTERLY SEASONALITY <sup>1</sup>Unaudited



TYPICAL TO THE TALLINK BUSINESS MODEL IS THAT MOST OF THE RESULT IS MADE IN THE SUMMER HIGH SEASON